

Message Text

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17

ACTION EUR-12

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R 171000Z MAR 76
FM AMEMBASSY PRAGUE
TO USDOC WASHDC
INFO SECSTATE WASHDC 9797
AMEMBASSY WARSAW

LIMITED OFFICIAL USE PRAGUE 0679

COMMERCE FOR BEWT/EEAD (ELLIS)

E.O. 11652: N/A

TAGS: BEXP, BTIO, CZ

SUBJECT: BID ON U.S. MACHINERY EXPORTS

1. JIRI MECIR, MARKET MANAGER FOR STROJIMPORT FOREIGN TRADE COMAPNY (FT), CALLED ON E/C SECTION MARCH 11 TO SEEK URGENT ASSISTANCE IN RECEIVING BIDS FOR IMPORT OF U.S. MACHINERY FROM JOHN A. CONNOR, INTERNATIONAL TRADE DIRECTOR, NATIONAL MACHINE TOOL BUILDERS' ASSOCIATION (NMTBA), 7901 WESTPORT DRIVE, MCLEAN, VIRGINIA 22101. ACCORDING TO MECIR, CONNOR RECEIVED DETAILED INQUIRY FROM EMCIR SEVERAL WEEKS AGO FOR IMPORT OF THE FOLLOWING MACHINERY AND EQUIPMENT:

- (A) TWO PISTON LINES FOR PASSENGER CARS AND TRUCKS;
- (B) TWO VALVE LINES FOR PASSENGER CARS AND TRUCKS;
- (C) ONE TUBE BENDING MACHINE WITH NC SYSTEM;
- (D) ONE GANTRY MILL FOR VZKG (STEEL WORKS) IN OSTRAVA;
- (E) ONE COMPRESSOR LINE FOR REGRIGERATORS;
- (F) ONE LARGE PNEUMATIC HAMMER FOR CKD (MANUFACTURER OF LOCOMOTIVES).

2. THESE U.S. EXPORTS WOULD TOTAL ABOUT \$10 MILLION AND THEREFORE REPRESENT MAJOR EXPORT OPPORTUNITY. MECIR SAID THAT CONSUMMATION OF SALE AWAITS ONLY RECEIPT OF BIDS FROM NMTBA AND THAT MACHINERY IS NEEDED AS SOON AS POSSIBLE. DETAILED DESCRIPTION OF MACHINERY AND TECHNICAL PARAMETERS WERE GIVEN
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TO CONNOR BY MECIR. CONNOR REPORTEDLY SENT THIS MATERIAL TO

WASHINGTON FROM AMEMBASSY WARSAW ADDRESSED TO EDWARD J. LOEFFLER, TECHNICAL DIRECTOR OF NMTBA. APPARENTLY MATERIAL MISSENT BY SURFACE VICE AIR POUCH AND HAD NOT ARRIVED IN WASHINGTON WHEN MECIR CALLED ON JOHNSON THERE AROUND FEBRUARY 17.

3. ACTION REQUESTED: EMBASSY ASKS USDOC TO TRY TO LOCATE MISSING MATERIAL AND TO ENCOURAGE NMTBA TO SUPPLY BID TO STROJIMPORT AS SOON AS POSSIBLE (FYI: FSO FARRAND, FORMER E/C SECTION CHIEF IN PRAGUE, HAS FURTHER DETAILS AND IS PREPARED TO DISCUSS SITUATION AFTER HE ARRIVES IN WASHINGTON ON MARCH 23.) PERRY

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Margaret P. Grafeld
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